

## **Historic, Archive Document**

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# PRICES OF TREES F. O. B. LOCKHART, PACKED

	1 to 4	5 to 49	50 up	1 to 4	5 to 49	50 up	
3 to 4 ft. tops, 3-yr. roots . . . . .	\$1 00	\$0 90	\$0 80	6 to 8 ft. tops, 5-yr. roots . . . . .	\$1 60	\$1 30	\$1 20
4 to 5 ft. tops, 3-yr. roots . . . . .	I 15	I 00	90	8 to 10 ft. tops, 5-yr. roots . . . . .	2 00	I 75	I 65
5 to 6 ft. tops, 4-yr. roots . . . . .	I 30	I 10	I 00	SPECIAL PRICES WILL BE MADE FOR QUANTITIES OF 500 OR MORE			

Buy 12 trees for each acre. Pecans should be planted 60 feet apart each way. Peach trees may be used as fillers if desired.

TEAR OFF AND MAIL THIS TO US TODAY

HARLAN FARMS NURSERY, Lockhart, Ala.

19

Gentlemen: Enclosed find check for \$\_\_\_\_\_ Send by express or freight, whichever you consider better:

Number Desired	Variety	Size	Cost each	Total

Ship to \_\_\_\_\_  
Town \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ R. D. Number \_\_\_\_\_

Give Post Office if different from freight or express office \_\_\_\_\_

Sign or print name here plainly



Healthy, clean and vigorous growth—no inferior stock shipped by us

## Harlan Farms' Trees Are Better Trees

To be successful in the grove, trees must be grown right in the nursery. Scientific knowledge, combined with years of experience and skill, are used to develop *Harlan Farms' Trees*. They are given sufficient room to develop both roots and branches; they are well fertilized and cultivated, so as to develop thrifty trees that will grow if you do your part.

Harlan Farms' Trees are grafted or budded from the best stocks. We guarantee them as such. The trees are carefully dug and securely packed, so that they should reach you in the best possible condition, ready to grow.

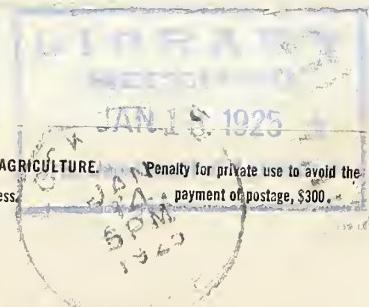
Plan now to start a grove of Schley, Stuart, and Success Pecans this season. Delayed planting means delayed profits, disappointment. Order today.

## PECAN GROVES are Mortgage Lifter



From \_\_\_\_\_  
Address \_\_\_\_\_

U. S. DEPARTMENT OF AGRICULTURE \_\_\_\_\_  
Official Business \_\_\_\_\_  
Penalty for private use to avoid the payment of postage, \$300.



U. S. DEPARTMENT OF AGRICULTURE,

WASHINGTON, D. C.

BUREAU OF PLANT INDUSTRY,  
Horticultural Investigations.

8-4767

GOVERNMENT PRINTING OFFICE

M. R. N.



# Pecans Pay a Sure Annual Income

ARE you getting your share of this income? Are you laying up funds for the future? If not, now is the time to get on the Pecan payroll.

Every year sees some farms deserted; owners or tenants go to the city where they think they can get more money, and at regular intervals. Farming in the South has not always paid; there have been too many lean years when the price of cotton was low.

Things are changing. Now, if the farmer wants to be carried by the banks he must cut down his cotton acreage and *grow more crops of other kinds*. If the farmer has a sure income paid at regular intervals, he can pay his bills promptly and lay up money against a "rainy day"; he and his family may enjoy all the conveniences of city life—movies, theatres, an automobile, a bathroom, an electric sweeper, a washing machine, and similar labor-saving equipment. With all these comforts the young folks will not want to leave the farm. No one really wants to, but the lure of regular and short hours of labor, with a living wage, has been too great for most of them in the past.

## Now the Farmer Can Have an Assured Income

Pecans are a reliable crop. A Pecan grove never fails; an individual tree may bear more (or less) than last year, but the average in the orchard will be just as large or a little larger than that of the previous year. The returns are not subject to great fluctuations, for the price is standard whether the crop be good or poor. Can you afford not to grow Pecans?

Plant 10 acres this year and try it out. The initial investment is not large; you will need very little money because you require only twelve trees to the acre, which, if you buy even our largest grade of trees, means investment of only \$18.80 an acre, and the planting.

Pecans Are  
Purse-Fillers for  
Southern Planters



Young grove tree with profitable crop of nuts

## A Pecan Orchard Is Valuable

Many facts regarding the value of Pecan orchards are easily obtained. One orchard of 1,000 trees, 16 years old, last year bore between 700 and 800 pounds of nuts to the acre, which sold for 40 cents a pound.

Another orchard of 400 trees, 7, 8, 10 and 12 years old, bore a crop of 4,000 pounds. A 30-acre orchard gave its owner a net profit of \$4,000; he sold direct to the consumer by mail. Another 30-acre orchard, the oldest trees being 17 years, produced \$1,200 for the owner, who found that for the past five years the grove had netted 11 per cent a year on the investment. No crop so easily grown will give nearly as good returns.

## Pecan Industry Permanent

In a comparatively few years the Pecan orchards of the southern tier states will be just as important a national asset as the citrus groves of Florida and California, or the apple orchards of the northwestern and northeastern sections. There are now growing in Alabama, Georgia, Mississippi, Louisiana, Oklahoma and Texas about 29,500,000 Pecan trees; most of these are wild ones or seedlings—Pecan sales have been built on these. Recent plantings have been of the larger, thinner-shelled varieties, such as Schley, Stuart, and Success, which are infinitely better. There are never enough of these, so prices hold steady year after year at 40 cents a pound.



Grove of 6-year trees at Lockhart—located on poultry farm



## No More Profitable Investment

By starting a Pecan orchard now you will be making an extremely good investment. It is not necessary to take our word for it; get the inside story from the growers in your neighborhood. If they do not give you the facts, consult the State Experiment Station or the State Horticultural Society—either will give you unbiased statements. You will be surprised to find many an acre of Pecan trees worth \$1,000 and increasing 10 per cent in value annually. Pecan growing is such a good proposition that business men from Chicago, Pittsburgh, and other northern cities are attracted to it and are establishing groves containing 300, 500, 1,000 or more trees. Why? Those men have money to invest. They have made more out of their business than ordinary investments like stocks and bonds will bring. They believe that money invested in a young Pecan grove grows into money faster than it will by ordinary investments. Therefore they invest in Pecan groves, and some are going into it in a big way. If a Pecan grove is a good investment for them, it is for you. You can develop a grove much more cheaply than they. You have the land; all you need is the trees—twelve to the acre. Among them you can grow the ordinary crops, or fruits, and in ten years you will find it so profitable you will want more acreage. The way to make investments pay is to get in on the ground floor. There is still space on the ground floor in Pecan growing; the sooner you start, the quicker the returns. Now is the time to put in acreage. Plant this winter.

## Pecan Market Not Yet Developed

At present, most nut-buyers are acquainted with seedling Pecans only, but every year more people are learning about and demanding the large, thin-shelled, well-flavored varieties. Many parts of the country have never seen these finer varieties so that it will be years before our home market is developed. In 1919 there were imported into the United States some 24,854,000 pounds of almonds and 31,891,000 pounds of walnuts, and it is estimated that some 20,000,000 pounds of Pecans were produced in the southern states that same year. This gives an idea of the tremendous amount of nuts used in a single year, and the market's surface has only been scratched. For many uses Pecans can be substituted for walnuts and almonds to advantage.

A broad the Pecan has been favorably received, the exported nuts having brought three or four times as much as other nuts, which indicates that there is a wonderful market for them in Europe; but few are now being shipped.

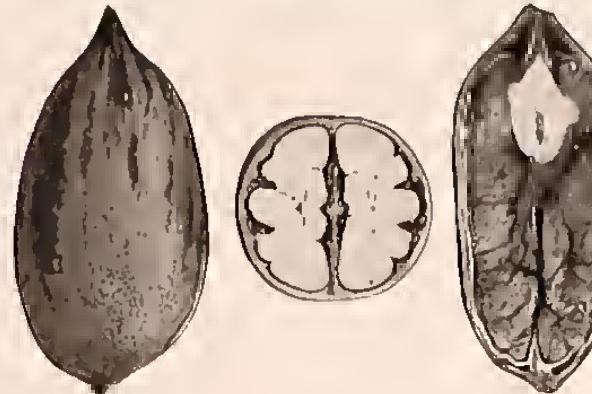
## Plant Ten Acres as an Old-Age Pension

Next to life insurance, no better provision for the later years in life can be made than by investing in a Pecan orchard. It requires about twelve years to come into profitable bearing. If the better, thinner-shelled varieties are grown, a crop of 700 pounds of nuts per acre may be expected, which at 40 cents a pound (a fair average of the price the dealers pay the growers) gives a gross income of \$280 an acre. After deducting the cost of cultivating, fertilizing, and other legitimate expenses, there will be a net income of about \$200 per acre, which will increase as the years go by.



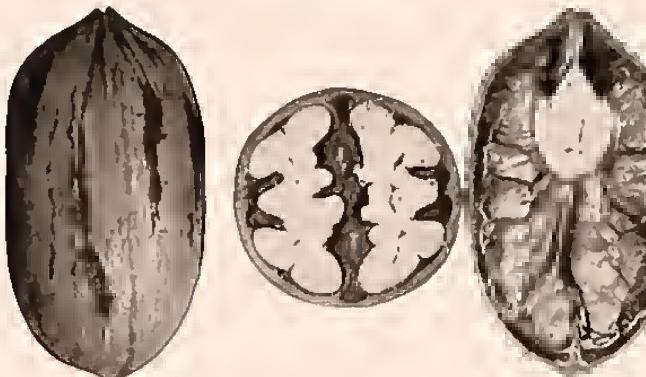
"Profitable shade for the barnyard"

## Should Be in Every Grove

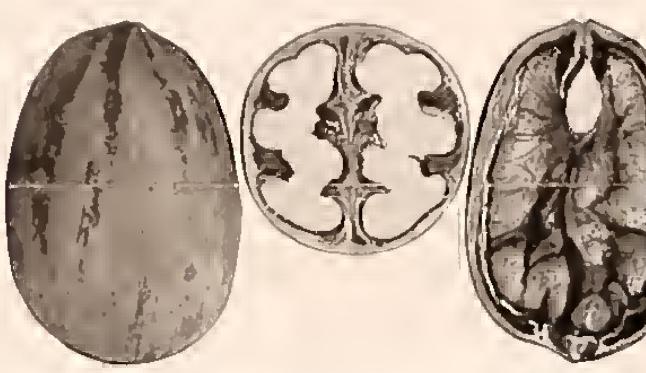


**SCHLEY.** The nut has a thin, brittle shell, which is readily broken and easily separated from the meat. The light brown kernel is plump, quite free from wrinkles, and possesses a splendid taste. Because of its large size and its regularity of shape, this variety is in great demand by candy-makers and is popular for table use for the same reasons. Schley should be in every grove; it insures profit for the commercial grower and guarantees a good supply of nuts for home use.

## Stuart and Success Are Market Favorites



**STUART** has a larger kernel than Schley, and so makes a fast-selling nut for table use and readily brings good prices at all times. The shell is thin and easily cracked; the kernels are always plump and richly flavored. The growth of the trees is remarkably vigorous; no care is required, besides ordinary cultivation and fertilization, to gain bumper crops of nuts.



**SUCCESS** is noted for its good flavor and easy cracking qualities. Very prolific and a good clean grower. Every order should call for some Success trees.

## Grow a Legacy for Your Children

Pecan trees live to be 100 to 200 years old. The older the tree, the bigger the crops, thus making it the finest kind of a permanent investment. Just think of having a grove of 10, 20, or 30 acres bringing in a comfortable income to pass on to your children, who, if they give it just ordinary care, can pass it on to their children knowing that the third or even the fourth generation will derive a comfortable living from it. It's like establishing a permanent trust, and it can be done with less expenditure of cash than any other method we know. Do not put off making so important a decision—"he who hesitates is lost." Fill out the blank on the last page and send it in today; next to having bought a life insurance policy, it will be the very best investment you ever made.

## Catch-Crops Pay for the Orchard

Catch-crops are grown between the trees to pay for the cost of cultivation. A rotation of corn, cotton, and cowpeas may be grown. Properly handled, these will pay for everything, so that at twelve years of age, when the Pecan orchard is on a paying basis, it will have cost you nothing. Do you know of any other investment you can make that will be handed to you for nothing?

## The Most Profitable Pecans

The profits from your Pecan orchard will depend entirely upon what kind you plant. There are large nuts and small ones, thick-shelled and thin-shelled kinds, seedlings and named varieties.

A typical market nut is one of large size,  $1\frac{1}{2}$  to  $1\frac{3}{8}$  inches long and an inch or nearly so in diameter, with a thin shell that cracks easily, and which contains plump, well-flavored meats that fill the shell. Some high-quality sorts have all these good qualities, but there are too many off-years—years when nuts are not borne.

After much observation and consultation among the growers and buyers of Pecans, we decided that the best three Pecans to grow for home or market purposes are Schley, Stuart, and Success. It is better to grow only a few varieties in a Pecan orchard, but more than one should be grown to insure better cross-pollination and larger crops. Grow all three of these and you will have the best quality, highest paying varieties, and abundant crops.

## We Do Not Sell Seedling Trees

Every tree we grow is budded or grafted; the buds are taken from fruiting trees which we know are true to name. They produce large and thin-shelled nuts that command good prices in all markets. We have received from satisfied customers many letters telling of the big money made from our trees. We trust that we can number you among such, because we know that once an orchard of our trees comes into bearing, you will be immensely pleased with the crop.

## Plant Pecans Freely About the Farm

If land is not available for an orchard, Pecans may be used as markers between fields, in fence-corners, or landmarks at angles in the farm-lines. Line the road with them, or the lane leading from the road to the farm. Pecans grow anywhere, provided the soil is rich and has abundant moisture. They produce better nuts when cultivated, but uncultivated trees will produce good nuts that will more than repay the planter for his trouble, provided they are the finer sorts such as we recommend.

## The Most Beautiful Shade Trees

The Pecan has no superior as a beautiful tree in the regions where it thrives. It is a graceful, tall, broad tree, casting a delightful shade. Why not plant them in the yard, to shield the porch or the side of the house, to hang a swing or a hammock under? The great beauty of the tree will add to the value of the place and it will bring in an income.

## How to Plant Pecan Trees

Pecan trees should be planted between the middle of November and the middle of March—the trees must be dormant.

Dig all holes 3 feet deep and 2 feet across before you order trees. Have plenty of rich top-soil at each hole, and mix it thoroughly with the soil you place about the roots. Be liberal with your fertilizer; a Pecan tree which makes a fast growth is practically immune to pests.

When the trees arrive, keep the roots covered until they are placed in the hole. Two men are necessary; one should hold the tree erect while the other uses the shovel. Tamp the soil firmly about the roots, or pour in a bucketful of water when the hole is more than half full, to insure that there are no air-pockets about the feeder roots. Plant the tree a little deeper than it stood in the nursery.



Bale of trees, 5 to 6 feet, ready to burlap

**HARLAN FARMS NURSERY, LOCKHART, ALABAMA**

